



TETRA TECH

EPA Contractor Forum

October 24, 2007

**Maximizing Subcontracting
Opportunities – Tips on Becoming
a Tetra Tech Subcontractor**

About Tetra Tech

- Tetra Tech is a leading provider of consulting, engineering, and technical services worldwide.
- We are a diverse company, including individuals with expertise in science, research, engineering, construction, and information technology.
- Our strength is in collectively providing integrated services—delivering the best solutions to meet our clients' needs.

Company Facts

- Employees: 8,500
- Revenue: \$1.4 billion (FY 2006)
- NASDAQ Symbol: TTEK
- Corporate Office: Pasadena, CA
- Geographic reach: 275 offices worldwide

Social Responsibility

- At Tetra Tech, we seek clear sustainable solutions that improve the quality of life.
- To provide solutions to these challenges, we believe in maintaining our technical objectivity, and as a policy, we do not own individual technologies.

Tetra Tech – Center for Water Resources - Fairfax, VA

- **Employees: 246**
- **Geographic reach: 9 offices US, 1 office Panama**
- **Major Activities – “we do water”**
 - **USEPA Prime Contractor – OW, ORD**
 - **USACE Prime Contractor – Environmental Assessment**
 - **State and Local Governments – Water Resources Management**

Responding to an EPA Solicitation

Does it make Business Sense?

- Technical Expertise
- History with Client
- Growth Areas
- Scope of Work

Planning and Final Decisions

- Homework
- Team Building – what do we need to respond
- Go or No-go

Working with Subcontractors

- Complimentary roles
- What is missing from our team?
- How can we meet our socio-economic goals?
- What is the goal of the subcontractor?
- Finding subcontractors
 - EPA Contractor Forum
 - EPA Small Business Database
 - Technical Meetings
 - Other Tetra Tech Offices

Success in Meeting Subcontracting Goals

Type	Goal	Actual
Small Business	50%	53.5%
SDB	20%	22.5%
WOSB	6.0%	11.8%
Hubzone	1.0%	0.0%
Veteran-owned	0.0%	4.7%
Service Disabled Veteran-owned	1.0%	3.7%

Issues and Concerns

- Know the client – Tetra Tech and EPA
 - Tetra Tech is huge – talk to the right people
 - EPA is bigger – each Office has a different need and culture
- You can't do everything – we can't either
- This is hard work and it takes time
- I have enough work to do, are you adding to my workload?
- Ok, we won a contract, now what?

Future Outlook

- Tetra Tech has a goal to grow – we are always looking for new opportunities
- Thinking outside of the box – mentor protégé?
- How can we help each other?